

Peabody Enterprise

1912-1922

Tenth Anniversary Number

Price 10c

THE PEABODY ENTERPRISE AND ITS PUBLISHERS

WITH the issuing of this souvenir edition of the Peabody Enterprise, marking the tenth anniversary of the publication, we deem it appropriate to give our readers something of an historical review of the progress of the paper which was established in Peabody in 1912. This review will necessarily deal with the growth of the paper which in recording its tenth year has just branched out from a six column, eight page paper to a seven column newspaper and mention also of the various mechanical improvements that have been made possible and which today give us a printing and publishing establishment in a model building of our own.

The first issue of the Peabody Enterprise was on May 10, 1912 from the printing plant of the Peabody Press Co. 27 Lowell street, opposite the City Hall. It was an edition of four pages of so-called home print and four pages of magazine features secured from a syndicate newspaper house in Boston. Because of the lack of capital an arrangement was made with the owners of the Peabody Press to print but four pages in Peabody. The other four pages were printed in Boston and shipped to Peabody on the eve of the home publication day.

As increased business in advertising demanded the magazine features were reduced in favor of business and news-matter. The profits of the Enterprise went to the contract printer for the first three years and eight months of the paper's life in Peabody. Then the printer's profit ceased and for a cash consideration and assuming the obligation of unpaid notes on a linotype machine which had been purchased six months after the Enterprise became an established organ, the former owners of the Peabody Press Co. (incorporated) withdrew from the business, turning the entire number of shares over to Frank W. Penniman et al.

With the elimination of the contract printer the Enterprise which had been the best customer of the printing establishment, began the printing of all of its pages in Peabody. Two pages at a time were printed on a pony cylinder press best adapted to book and flyer work. An effort was made to install a larger newspaper press in the building but because of the low stud of the structure and the condition of the flooring this was found to be impracticable and could only have been consummated by erecting masonry piers to bolster up the floor.

The larger press would have been difficult to operate since the press feeder would have been compelled to work with his head but several inches away from the ceiling. So the installation of a large press, one which would print at least four pages at one impression had to be postponed and the effort of its publishers was directed to improving its columns and biding the time when more improved and efficient facilities could be made possible.

An editorial office was fitted up in the second story of the building recently vacated at 27 Lowell street and later a pleasant office commanding a view of Peabody Square was rented in the building at 9 Lowell street, in which is located Klemm's bakery. The purchase of the Peabody Press Co.'s printing plant on January 3, 1916 allowed the Enterprise publishers to again settle at 27 Lowell street.

When the editor of the Enterprise came to Peabody from Lynn in April 1912 with the intention of starting this newspaper many well wishers could not understand how a weekly newspaper could be successfully negotiated. Others had tried to establish a newspaper in Peabody. They had come with plenty of zeal and confidence but soon folded their tent and quietly departed for fields that appeared to hold more assurances of livelihood.

The fact that the papers that had gone before attempted to rewrite the daily papers had much to do with their untimely end. The Peabody Press, first a weekly and for 30 days a daily handbill with a single column of local chat was edited by a man who had found it distasteful to continue partnership with an Amesbury, Mass. coal dealer and had allowed his parents to buy him the printing plant. He had never had any experience in newspaper routine and his four page of a boiler plate sheet with a single column of personal chat proved it. It aped of Newton Newkirk's column.

Not so long before a zealous woman writer had put out a daily paper in Peabody printed at a Lynn newspaper plant. Without funds and less of newspaper training her sheet went for naught and some over credulous merchants went awry. The wisecracks were positive another paper could not be made a go in Peabody and they sympathized, with the Enterprise editor.

An effort to garner subscriptions resulted in three hundred names being secured for a three months trial, this being the limit of time given for the Enterprise to throb, thrive and perish. Peabody just wouldn't stand for a weekly more than three months, appeared to be the general opinion judging from the majority of three months subscriptions. The first year subscription given to the Enterprise was a dollar bill tendered by Attorney William H. Fay, then a member of the Board of Selectmen. The first copy of the Peabody Enterprise sold at 27 Lowell street was purchased by Councillor James T. Sullivan, then agent of the Board of Health. He tendered a nickle in payment. Judge Fay's dollar

bill and Councillor Sullivan's nickle are still prized possessions of the Enterprise.

Associated with the editor at the outset was his sister Miss Gertrude A. Penniman, a cub reporter, now the wife of Thomas A. Ryan a Plymouth druggist and formerly manager at George S. Curtis's drug store. For the first six months the editor and his cub reporter did the brunt of the work of making the Enterprise succeed.

Mention here should be made of Frank McNamara, a former Peabody boy who early joined the Enterprise staff and became circulation manager, content for the few weeks to be long on title and short on pay. Mr. McNamara was of much assistance for he was a good copy getter, knew names and had an eye for news that was fit to print and which was apparently sadly neglected.

After the first six months of the Enterprise, Newell W. Penniman, brother of the editor relinquished his position with the New



England Telephone and Telegraph Company and joined the Enterprise staff at a reduced salary but not without hopes. He became advertising manager, since there were still several titles unclaimed. His business experience with the telephone people had equipped him to take up his new work and he has been a great factor in the success of the Enterprise.

With the taking over of the printing plant of the Peabody Press Co. the profits paid to the contract printer were put into the eight pages of the Enterprise and additional correspondents were secured in various parts of the town. The circulation of the Enterprise had gone from 750 copies to 2000 and over in the first three years and the Friday output today is in excess of 2300 copies. To maintain a force of printers it was necessary to have enough commercial printing to meet the payroll and maturing notes and by means of the linotype machine there was plenty of this commercial business sent here from outside of Peabody. The municipal printing was a considerable item for there was no other plant in town capable of handling the town reports.

The Enterprise threw its efforts behind the citizens who were intent on securing a city charter for Peabody and which was placed on the referendum in November 1916 being adopted by a majority vote to become effective on January 1, 1917. The Salem News gave of its effort to kill the proposed charter.

From the first of days the Enterprise championed better streets for Peabody and gave its efforts to helping the local merchants in their effort to induce Peabody people to trade at home first.

In 1913 the Enterprise unhappily became involved in a libel case on charges preferred by Chief Michael H. Grady of the police force and a fine of \$200 was paid, a jury of peers deciding that the editor of the Enterprise had criminally libelled Chief Grady in stories of alleged liquor traffic in Peabody. Following the sentence the editor waited on Chief Grady and apologized and the Chief in his big way shook hands and agreed to let bygones be bygones. The Enterprise had apparently done an injustice to Chief Grady and it was sincerely sorry. From that day, let it be said here in print, we have valued the friendship of Chief Grady.

In its columns the Enterprise has consistently championed Peabody institutions, using a generous share of printer's ink to voice the sentiment of the citizens in everything that had to do with the upbuilding of Peabody. We have at all times endeavored to keep our columns clean, to give the truth as we saw it, to keep the faith, trying at all times to be impartial.

The increased commercial work soon compelled us to install another linotype machine and a Miller automatic press for job work was secured for our equipment three years ago to handle the added volume of business for factory forms and other large orders of job work. Much of the old type acquired in the turn-over of the Peabody Press Co. plant to the Enterprise owners has been replaced by new fonts and gradually as capital allowed our printing material has been improved.

Early in 1917 plans were under way for new quarters to allow us to properly handle our increased volume of printing but President Wilson's call for volunteers and the approaching wartime

regulations put a damper to plans for another plant. There were many trying days over news stock on which to print the Enterprise but thanks to a Boston paper house with which we had been doing business for months the Enterprise was never without the necessary paper.

There is no attempt here to brag of our success. In fact we approach this reference with a feeling of hesitation lest a wrong impression will be taken. To our readers who give us any credit we want to say nothing but hard work is our boast. This we have given aplenty. Our reward has been increased confidence bringing us greater volume of business in both printing and publishing and a constant effort on our part to merit the patronage, collecting our fair printer's profit and giving a service that has retained a clientele that almost without exception is still our satisfied trade.

With the approach of spring this year the Enterprise owners looked about for a suitable location on which to erect a model printing establishment and nearly 4000 square feet of land was purchased from Raymond E. and Leslie R. Porter at 26 Foster street where our daylight printing emporium was formally turned over to us for occupancy on October 1 last.

The new plant is modelled after the best of the plans of the Wakefield Daily Item and the new printing emporium of John F. McCarthy & Sons, leading printers of Lynn. Both of these two named establishments we have improved on by our additional skylights which make our plant easily the best lighted printing establishment in Massachusetts and one of the most efficient in the whole country. This, let us add, is the opinion of expert printers who have inspected our plant.

The installation of a large Huber cylinder press that will print four pages of a seven column newspaper, allowing us to turn out without great effort a 12 page newspaper is among our added plant facilities. Still another facility is a newspaper folding press which will expedite the work of folding the paper ready for the street or the mails. An individual motor drive is installed on every press and type machine.

Our new plant is 80 by 30 feet with an outside boiler house equipped with an American Radiator heater installed by G. Freeman Woodbury, heating contractor who also did the plumbing for the new plant. The Edward H. Porter Co. erected the plant. The electrical work was done by William P. Elwell and the Peabody Electric Shop. The John Boyle & Co. did the new machine work for motor installation and Pyne and Smith Co. the sheet metal jobbing. The moving of our presses and linotype machines from our old location to our new home was done by Monroe, Arnold-Merritt Express Co. without a single mishap.

An added floor space of 700 square feet, this being the area of extra land purchased will permit of growth. The walls of the building are 12 inches in diameter to permit of a second story being added at some future date.

The Enterprise has always been independent in politics. We have never refused to publish signed communications meriting space in our columns and from the first of our inception we have striven diligently to promote the welfare of Peabody institutions and citizens. We protested against the effort of Salem to grab our postoffice. We have been for Peabody first always. We have endeavored to be fair and square with every citizen.

We have made many friends to whom we take this opportunity of acknowledging our deep appreciation for their support and friendship. We have made some enemies. God bless them. We shall still strive to make the Enterprise a still better newspaper for Peabody, soon we hope a more frequent issue, having for its unalterable purpose and slogan, the prosperity of local industry and the increased happiness of our citizens.

Because of the increased volume of advertising the Enterprise has solicited little or no business for its columns for the past three years because of our desire to give our readers a fair amount of news matter in our eight pages of six columns. Now, with the larger press, which gives us a seven column newspaper with no more labor costs, we shall hope to increase the size of the paper frequently to 10 and 12 pages and an even larger number of pages.

When the editor of the Enterprise was engaged in newspaper work in Lynn for Boston and Lynn papers he was urged to go over to Peabody and start a newspaper. In 1912 while on an

(Continued on page 4)

THE publisher and editors of the Enterprise wish to express their thanks to the establishments, manufacturing concerns, dealers and individuals who made possible the Tenth Anniversary number of the Enterprise. In no other town in Massachusetts the size of Peabody could a heartier response be accorded than given this paper. We are very grateful for the co-operation.

PEABODY ENTERPRISE,

NEWELL W. PENNIMAN

FRANK W. PENNIMAN

NATHAN H. POOR & COMPANY

THE LARGEST CONTRACT TANNERS
of SHEEP LEATHER in the United States

*Established in 1884 by Nathan H. Poor,
a native of Peabody and Dean
of the Tanning Industry*

INCORPORATED IN 1909

OFFICERS AND DIRECTORS

GEORGE H. POOR
FRANK H. SANGER

NATHAN H. POOR
CHARLES F. POOR

OUR CREED

To Play Fair:—We believe that any action to be of real benefit must be satisfactory to all parties concerned; That friendly co-operation is the life-blood of a successful organization; And our prosperity depends upon the welfare of each individual connected with this Company, engaged in giving a satisfactory service to our customers.

Morrill Leather Co.



THE L. B. SOUTHWICK COMPANY

Executive Offices and Factories

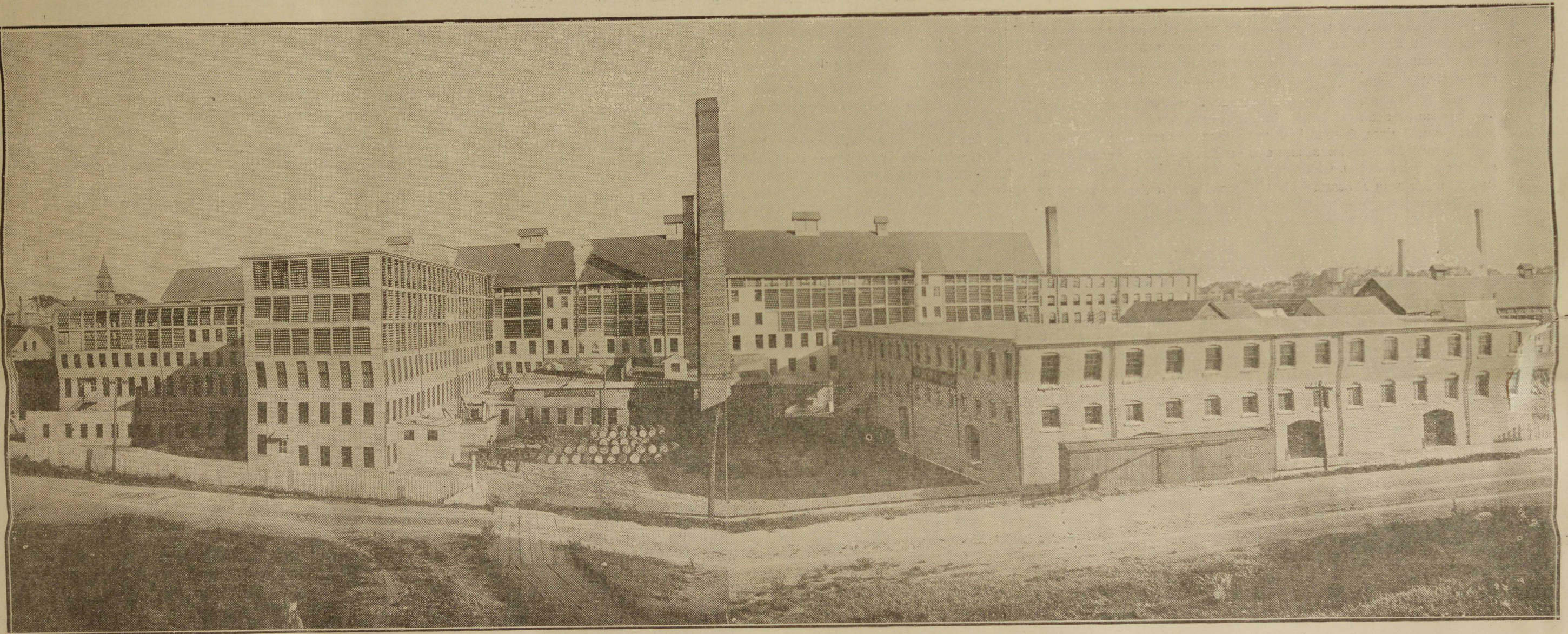
Peabody, Mass.



SELLING HEADQUARTERS
105 BEDFORD STREET, BOSTON, MASS.

SALESROOMS:
231 WEST LAKE STREET, CHICAGO, ILL.
31 SPRUCE STREET, NEW YORK, N. Y.

Sheep Leathers



THE TANNERIES BEHIND OUR LEATHERS

SHOE LEATHERS

BLACK LININGS

A large line of glazed and dull blacks for linings, stay work, button fly requirements, etc.; strongly tanned, good feel and nicety of finish. Universally satisfactory.

COLORED GRAIN LININGS

A complete line of standard and specialized colors in combination and sumac tannages; also pearl and white chromes and white sumacs. Suitable selections made for all grades of shoes.

VELVET QUARTER LININGS

We maintain a stock of some twenty staple colors in ooze finish, extensively used in Oxfords and pumps.

LEATHER FOR OUTSIDES

Especially prepared mat topping of superior merit; white and black (glazed and dull) chrome tanned leathers; leather properly prepared for embossing work for slippers; and tan, mahogany and brown Russia for men's slippers and low-priced shoes.

FINE SUMAC COLORS

Pinks, blues, creams, tans, reds, lavenders, etc., particularly adapted for making boudoir slippers and baby shoes.

SPECIALTY LEATHERS

BELT STOCK

Leather for making women's and men's belts; carefully selected in proper lengths and substances.

DULL BLACKS FOR EMBOSSING

We make a big line of specially tanned leather in all weights, especially prepared for all kinds of embossing work, and used for bags, pocket books, etc.

RUSSIA FINISHES

Choice skins of good, heavy weight; mahogany, blue, red, tan, gray and brown colors; adaptable for lawyers' brief cases, colored belts, etc.

MOCCASIN WORK

Heavy ooze finished stock in staple tan and brown shades for the manufacture of moccasins.

HEAVY RUSSETS

Of good spread and plump substance in various finishes for pads, rice mill polishers, blacksmiths' aprons, etc.

ART VELVET LEATHERS

A good line of fancy colors, carefully selected as to size and pattern of skin, finished on flesh side.



THE PEABODY ENTERPRISE AND ITS PUBLISHERS

(Continued from page 1)

assignment in Chelsea for the Boston Sunday Post, the editor called on Samuel H. Robie, publisher of the Chelsea Record, the only daily newspaper in the city that staged such a comeback after its big fire of 1908. To Mr. Robie whose friendship since that day has stimulated us, much credit must be given for suggesting the editor go over to Peabody and start a newspaper. Acting on Mr. Robie's suggestion an interview was had with the former owners of the Peabody Press and the business arrangements were made.

While negotiating for a foothold in Peabody two attractive inducements were made to the editor to take over newspaper properties one in this state and the other in Rhode Island but neither appeared to hold the promise of the Peabody proposition even after a careful inspection of the other two properties.

Frank W. Penniman, editor and principal publisher of the Peabody Enterprise had no capital when he came to Peabody. He had his health, a fair experience in daily newspaper work in Boston, Worcester, Lynn, San Juan, Porto Rico, Kansas City, Mo. and Havana, Cuba and a determination to disappoint a Boston newspaper editor in his prediction of disaster. He had been a member of the Boston American editorial staff for nearly eight years.

The work of rearing the Peabody Enterprise required a stiff task of seven days a week for the first six months. During this time the advertising which made the paper a paying investment from its third issue and the 10 and 12 columns of reading matter, all of which was fresh news and not a rewrite of the daily papers, devolved principally on the editor and his cub reporter, his sister, who gave unstintingly of her time day and evenings to help found the paper on bedrock. For the first three years the Saturday pay envelopes for the two brothers and sister were taken not infrequently from the sale of the Friday paper. What made it more difficult from a financial viewpoint was the fact that the printer yearned for his pay once a week and we collected our advertising bills once a month.

During the three weeks preliminary work of getting ready to establish the Enterprise, the editor made numerous calls on Peabody citizens, particularly the businessmen to get their sentiment on a new weekly paper. Among the citizens called on was the late Thomas H. O'Shea, leather manufacturer, whose name adorned two handsome business blocks in Peabody Square and who numbered several close friends in Lynn. One of these Lynn friends had suggested editor Penniman call on Mr. O'Shea. Armed with a letter of introduction to a supposedly close friend of Mr. O'Shea an interview was secured. Mr. O'Shea had his doubts about a weekly being successfully started in Peabody and urged the

editor to locate in some other place. With nothing more than a letter of introduction to a Peabody man who was not on speaking terms with Mr. O'Shea the latter volunteered to loan the editor \$500 taking a note for the money. Three years and eight months later it was Mr. O'Shea who endorsed \$4000 of paper for editor Penniman to purchase the Peabody Press Co. plant. Mr. O'Shea's friendship endured to the day of his untimely death March 18, 1920. He had been a staunch supporter and our big brother. His loan of \$500 had gone far to put the Enterprise on a firm footing and all of the credit of our success we gladly give over to his beloved memory.

Frank W. Penniman, editor of the Enterprise was born in Concord, Mass. Dec. 20, 1878, receiving his education in the public schools, graduating from Concord High in 1897 and taking a post-graduate course which was interrupted in April 1898, when he went out with Co. I of the Sixth Mass. regiment of which he was a member when the call for volunteers was made by President McKinley for the war with Spain. After seven months most of which was happily spent in Porto Rico where the regiment was the first to land under General Nelson Miles, editor Penniman returning home with his company entered Harvard College with the class of 1902, two months after the college year had commenced. After the one short college year the lure of city newspaperwork called and his first job was a space reporter on the Boston Traveler. An interested editor secured him a position on the Worcester Gazette and three delightful years were spent on the Gazette and Evening Post in Worcester. Three months out of that time was spent at Brown University taking a special course in journalism. Later he returned to Worcester and took a position under the late Eugene Moriarity, for many years owner of the Post.

The spirit of wanderlust found the editor in San Juan, Porto Rico in May 1902 where he held the position of chief clerk to the disbursing officer in the department of public works for two years, resigning in 1904 to return home and settle in Kansas City. While waiting for an opening on one of the Kansas City dailies, the editor found a job in the auditor's department of the Swift & Co. packing plant in Kansas City, Kansas. Ill health caused by the 28 months of tropical climate compelled the editor to return to his home then established in Lynn and after a few weeks convalescence he accepted a berth on the reportorial staff of the Boston American in November 1904.

In 1906 he accepted a position on the staff of the Havana Post in Cuba during the time of the second U. S. intervention in Cuba of the American army. One of his daily calls was on Capt. Archie Butt who went to a brave death in the sinking of the Titanic while returning from a vacation in Europe. Capt. Butt was at that time with the U. S. Army in Cuba. He was personal military escort to President Taft at the time of his tragic death. The govern-

ment buildings including the Governor's palace comprised the reportorial work of the now Peabody editor on the Havana paper. Returning after several months in Cuba to the Boston American office, editor Penniman again returned to Havana as city editor of the Post in October 1910 remaining in the employ of the paper for nearly a year, most of the time being editor in charge. The night work on the morning Cuban newspaper induced him to again return to the Boston American in Sept. 1911. The next several months were divided between the American and the Boston Post until April 1912 when he came to Peabody to establish the Peabody Enterprise.

In 1914 editor Penniman married Miss Isabelle M. Tucker of Lynn who presented him with twin sons on Dec. 20, 1914 both of whom attend the third grade in the Wallis School. Mrs. Penniman died Feb. 27, 1919 following the birth of a baby daughter now three years and eight months old.

Newell W. Penniman, business manager of the Peabody Enterprise and director in the Peabody Press Co. was born in Concord, Mass. on Dec. 10, 1880. He was a member of the class of 1898 in Concord High school and following his graduation entered the employ of the New England Telephone Co. He was later night chief operator in Lynn, manager of the Winchester office and promoted to the general office in Boston. He resigned a position in the office of the Salem district chief's office to take up the work of making the Enterprise a success in October 1912. He married Miss Mildred I. Basford daughter of Mrs. Mary Basford of School street on June 17, 1916.

Both Penniman brothers belong to several fraternal organizations being members of Lynn lodge of Elks when they removed to Peabody in 1912.

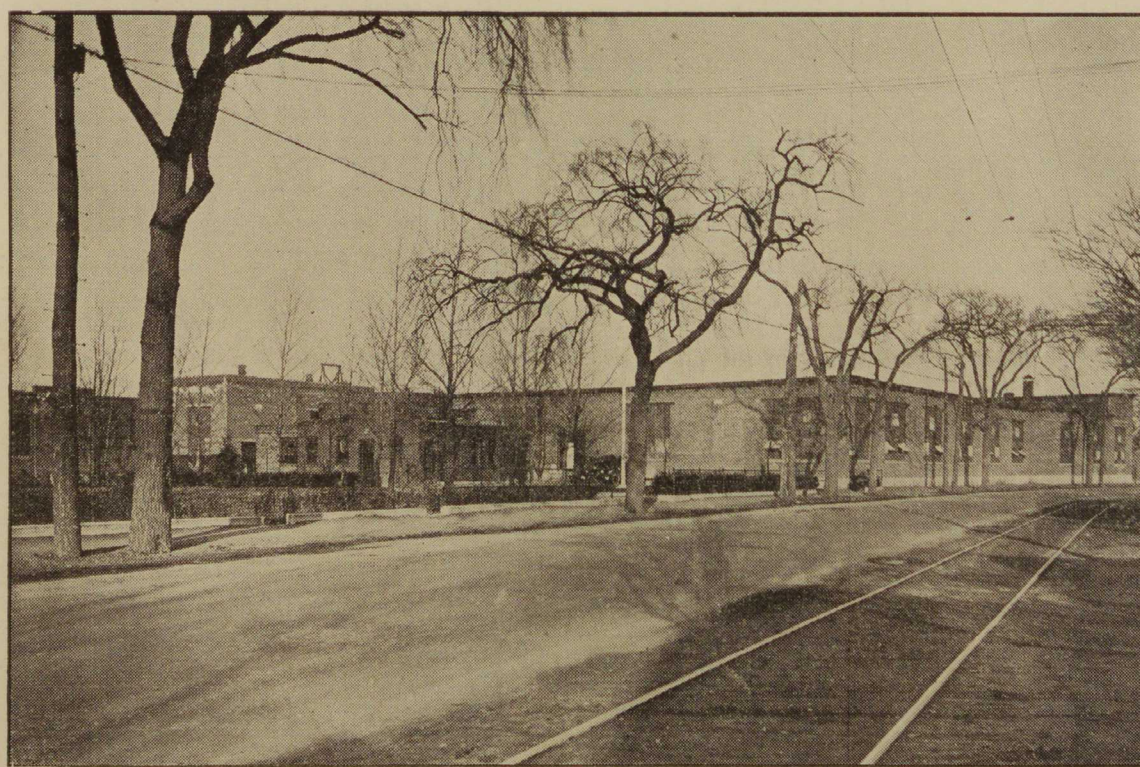
Miss Mary L. McCarthy, daughter of Mrs. Edward W. McCarthy, of Northend street joined the staff of the Enterprise in 1915 following the marriage of the editor's younger sister and associate. Miss McCarthy left the Enterprise to become advertising manager at Almy, Bigelow and Washburn, Salem where she remained a year when she returned to the Enterprise as associate editor. Much credit is due her efforts for the continued success of the paper.

Miss McCarthy graduated from St. John's high school in 1909, Commonwealth Secretarial school, Boston in 1910 and from 1911 to 1914 was on the advertising staff of the Boston Herald.

The added duties in the business office opened a position for Miss Katherine Bellew, neice of the late Thomas H. O'Shea in 1919 and she has proved a valued member of our staff. Miss Bellew became the bride of Charles H. Conlon an accountant with the Boston & Maine railroad in 1921. She is a graduate of Peabody high school class of 1918. She held positions as accountant in the office of her late uncle and afterwards was with the Cobb, Bates store of Salem.

American Glue Company

121 Beverly Street
BOSTON, MASS.



Upton Factory
(Plant No. 1)
PEABODY, MASS.

BRANCHES:

New York

Philadelphia

Chicago

St. Louis

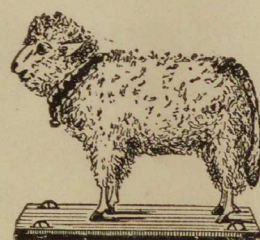
San Francisco

H. S. & M. W. SNYDER, Inc.

Harry S. Snyder

Moses W. Snyder

**Genuine
White Kid**



PEABODY AND BOSTON

Rosenthal Brothers Leather
Company

SHEEP LEATHER

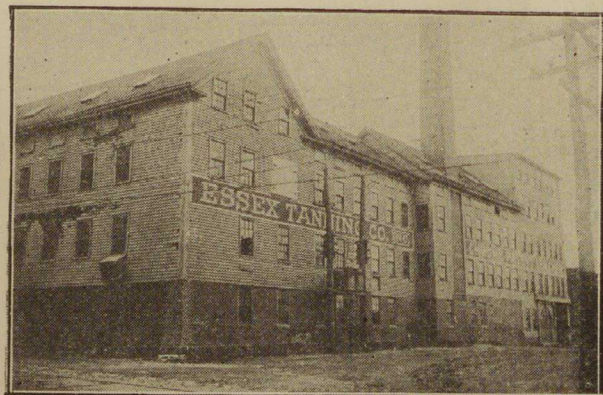
TANNERY, PEABODY, MASS.

BOSTON SALES ROOM: 204 SUMMER STREET

Essex Tanning Company, Inc.

33-35 Wallis Street

PEABODY, MASSACHUSETTS



MANUFACTURERS AND DISTRIBUTORS OF

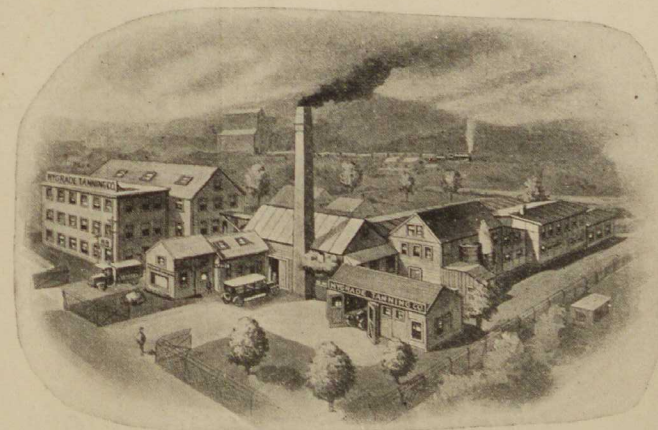
CHROME TANNED LEATHER

INCLUDING PATENT SIDES, COLORED AND BLACK SIDES,
ESSEX BUCK IN WHITE AND ALL POPULAR SHADES

HYGRADE TANNING CO.

Factory, Lowell Street

PEABODY, MASSACHUSETTS



HYTANCO

Chrome-Calf Suedes White Calf

Cable Address: SHAPLEATHA

SALES AGENT, SAMUEL SHAPIRO

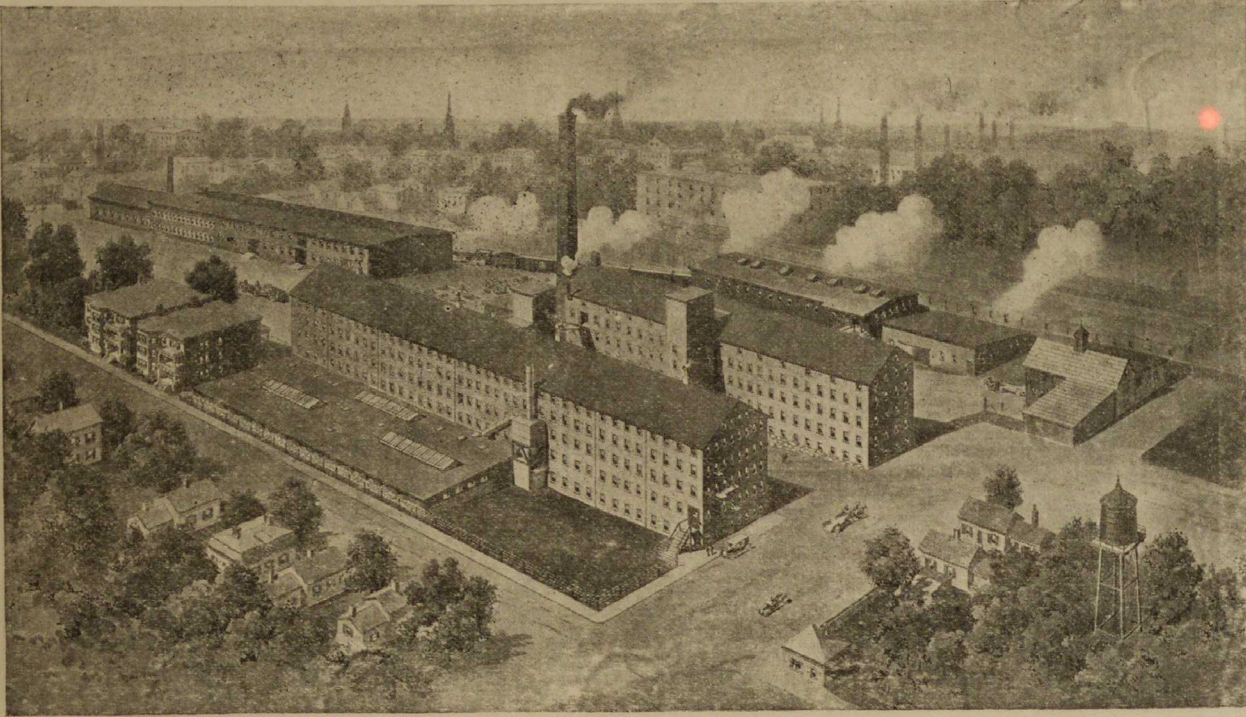
MAIN SALESROOM: 183 WILLIAMS STREET, N. Y. C.

BRANCHES: BOSTON, CINCINNATI, ST. LOUIS, LONDON

OUR PEABODY TANNERY

OTHERS AT

BROOKLYN, N. Y., GLOVERSVILLE, N. Y.,
WILMINGTON, DEL.



RICHARD YOUNG COMPANY

Nos. 36 and 38 SPRUCE STREET

NEW YORK, U. S. A.

Branches:—54 South Street, Boston, Massachusetts
53 South Main Street, Gloversville, New York
169 North Franklin Street, Chicago, Illinois
232 East Eighth Street, Cincinnati, Ohio
Sydney, N. S. W., Australia

RICHARD YOUNG COMPANY

This business was established more than forty years ago by Mr. Richard Young and has steadily grown in volume and variety of product until it has reached a place of first importance in the manufacture of its various products, widely known and trade marked "RYCO" leather.

The business was incorporated in 1898 and its principal business is the manufacture of kangaroo, calf, cabretta, horse hides, sheepskins of every description and for all purposes, skivers and fancy leathers in great variety.

The Peabody factory, shown herewith, purchased from the A. B. Clark estate in 1914, was greatly enlarged, remodelled, equipped with all modern machinery and brought up to date in every respect by Mr. Jesse Woolley, the superintendent, after having spent a number of years in organizing our Brooklyn plant of which he was the manager and superintendent for several years.

This factory has grown from comparatively small output to a very large production. Under Mr. Woolley's efficient management, the organization has been harmonious and the relationship between the administration and the working force has been the most kindly.

The Richard Young Company has important manufacturing establishments in Brooklyn, N. Y., Gloversville, N. Y. and Wilmington, Delaware, and has branch houses in Boston, Gloversville, Chicago, Cincinnati and Sydney, Australia, as well as representatives in various parts of the world.



*The largest and most complete line of ^{Hide and} Leather Working Machinery in the world.
All kinds of Machinery for all kinds of Leather.
Also full line of Belt Making Machinery.*

MAIN OFFICE AND WORKS:

PEABODY, MASS.

AMERICAN BRANCHES:

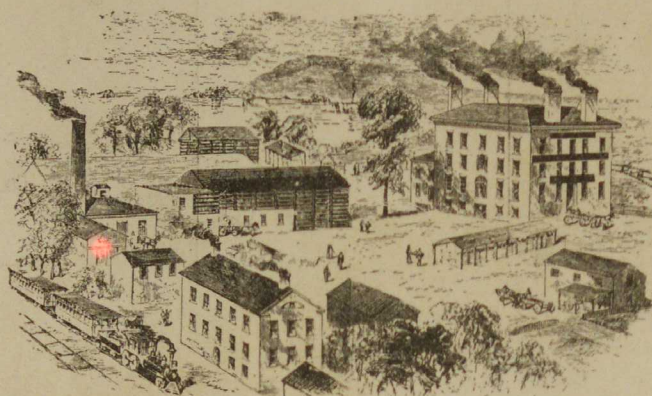
Philadelphia, Pa.

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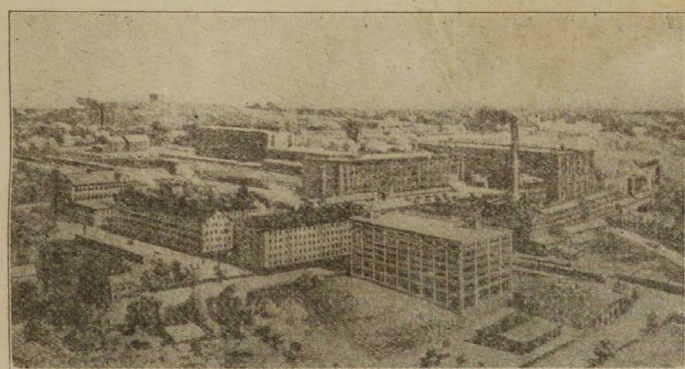
Milwaukee, Wis.

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Newark, N. J.

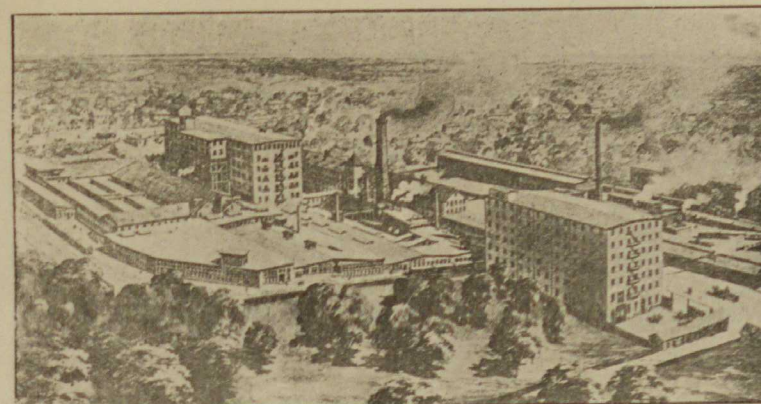


HOW THE A. C. LAWRENCE LEA. CO. LOOKED IN 1860

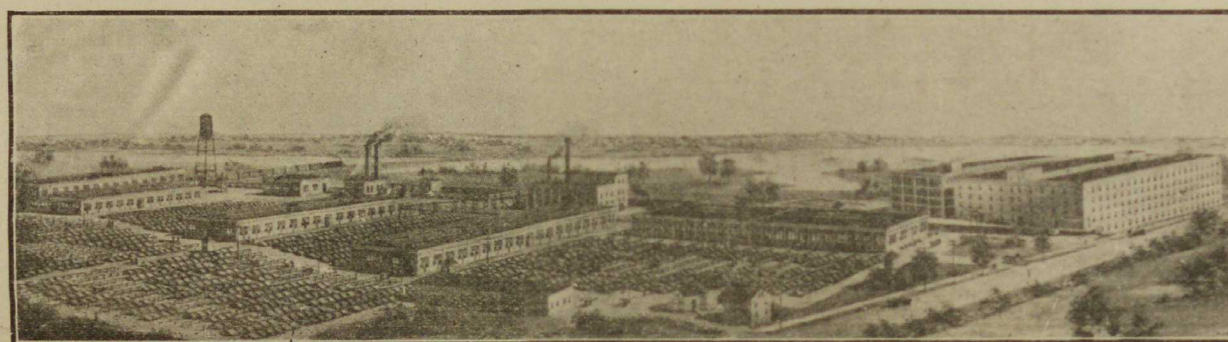


A. C. LAWRENCE LEATHER CO.
(Main Plant)

PEABODY TANNERIES
of the
A. C. LAWRENCE LEATHER CO.
and
NATIONAL CALFSKIN CO.



NATIONAL CALFSKIN CO.



A. C. LAWRENCE LEATHER CO.
(Waters River Plant)

WE have grown hand in hand with Peabody. Starting with a small building in 1860, we have become one of the largest leather manufacturers in the world.

We shall earnestly endeavor to continue our growth and do our share in maintaining Peabody's reputation as "The Leather City."

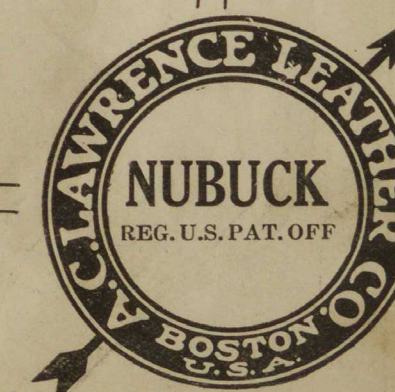
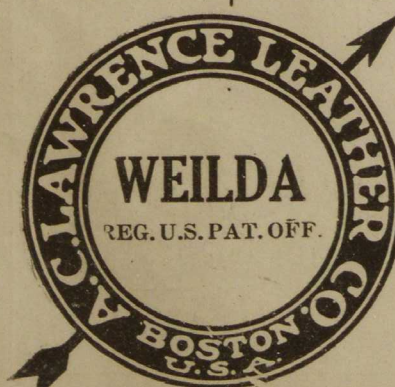
"Lawrence Leathers are Reliable Leathers"

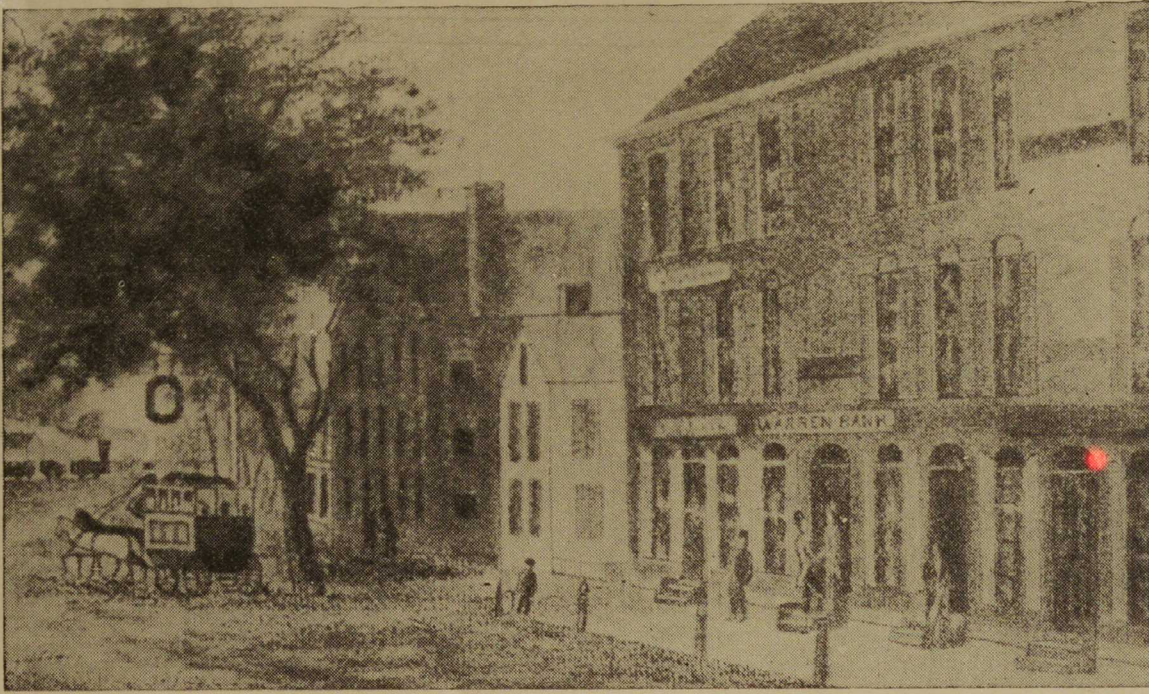
A. C. LAWRENCE LEATHER CO. NATIONAL CALFSKIN CO.

MAIN OFFICE, -- 161 SOUTH STREET, BOSTON, -- MASS.

NEW YORK
ROCHESTER
GLOVERSVILLE
ST. LOUIS

CINCINNATI
MILWAUKEE
CHICAGO
PHILADELPHIA





A STATE BANK THIRTY YEARS



A NATIONAL BANK SIXTY YEARS

Owned and officered by local business men in the interest of local business

OPERATES:

Commercial Department
Foreign Exchange Department
Vacation Club



Savings Department
Christmas Club
Safe Deposit Boxes

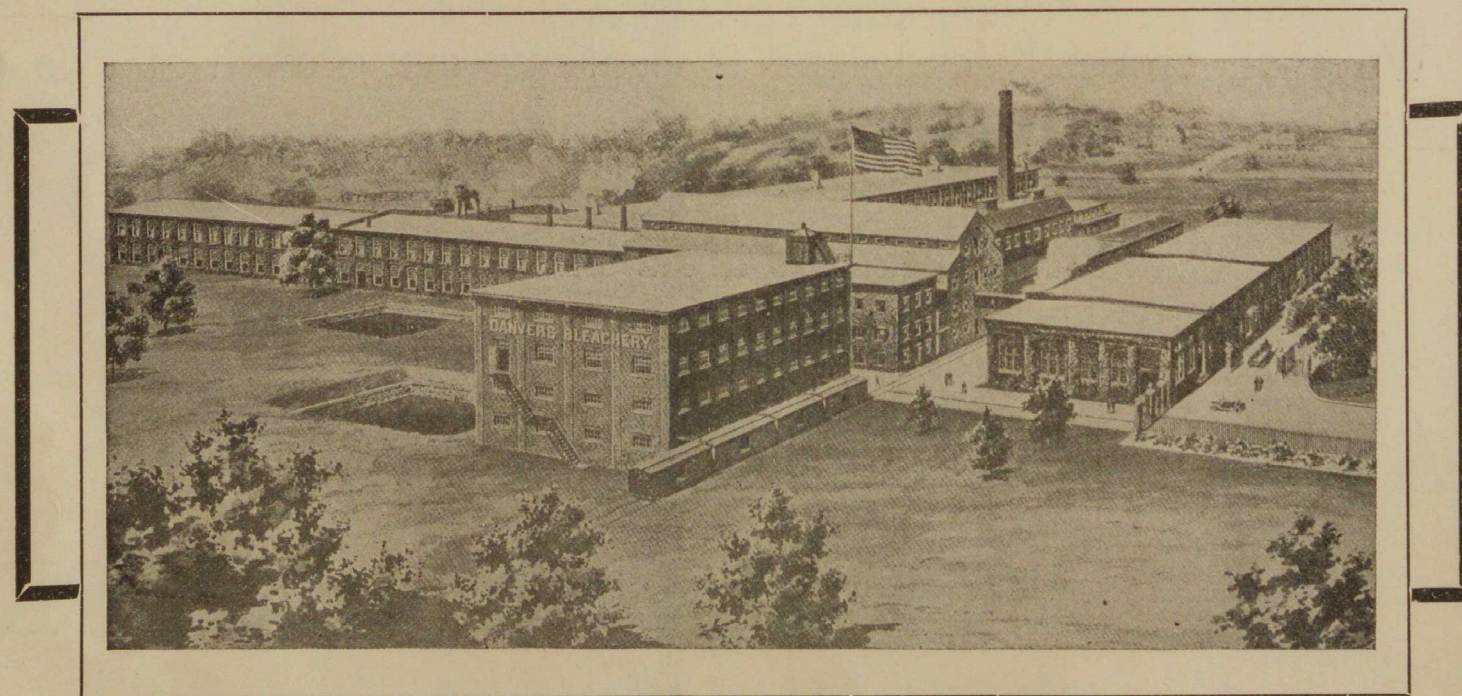
SERVES IN VARIOUS CAPACITIES 8000 OF THE PEOPLE OF THE CITY

WARREN NATIONAL BANK

On the Square for 90 Years

MEMBER FEDERAL RESERVE SYSTEM

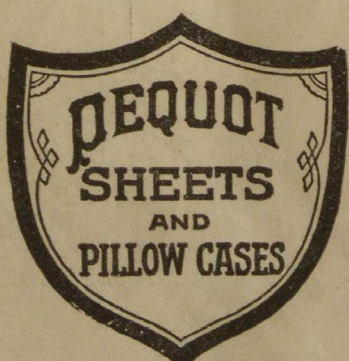
DANVERS BLEACHERY and DYE WORKS



Dyeing, Bleaching and Finishing Sheetings
Pillow Cases, Damask and Specialties

NAUMKEAG STEAM COTTON COMPANY

OWNERS AND OPERATORS



PEABODY,

MASSACHUSETTS

